



accenture

High performance. Delivered.

Company Overview

Strategy | Consulting | Digital | Technology | Operations

Accenture
is a leading global
professional
services company,
providing a broad
range of services
and solutions in
strategy, consulting,
digital, technology
and operations.

- We help organizations **maximize their performance** and achieve their vision
- We develop and implement **technology solutions** to improve our clients' productivity and efficiency — and may run parts of their business
- Ultimately, we enable our clients to become **high-performance businesses and governments**



accenture>strategy

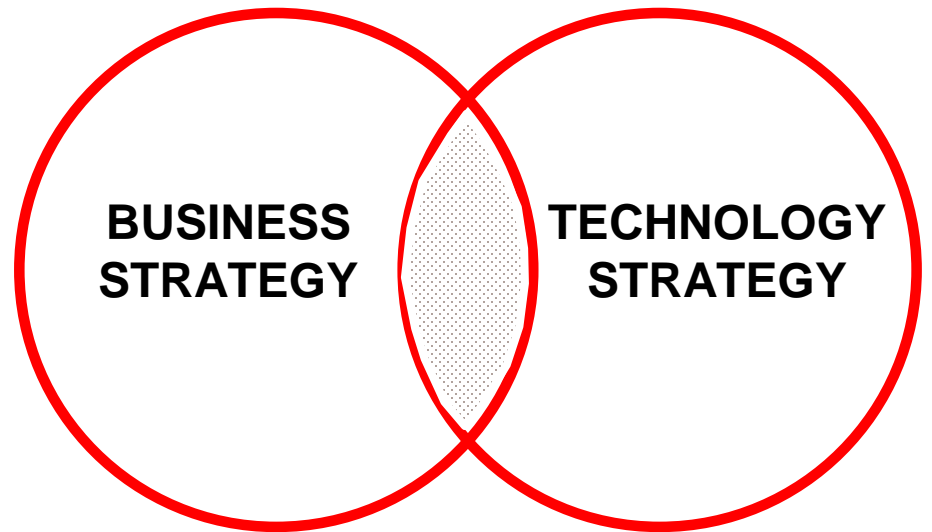
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CFO & Enterprise Value Strategy

Digital Strategy

Enterprise Architecture & Application Strategy

Industry Strategy

Technology Strategy

Mergers & Acquisitions

Operations Strategy

Advanced Customer Strategy

Sustainability

Talent & Organization Strategy



Management Consulting

Industry-specific business model transformation

Business function transformation

- Finance and enterprise performance
- Supply chain
- Sourcing and procurement
- Talent and organization
- Sales and customer service

Technology Consulting

Transformation program management and control

Program consulting

- Package and vendor selection
- Application and architecture studies
- Program diagnostics and recovery

Technology organization consulting



Digital Customers, Channels & Markets

- Digital Strategy & Business Architecture
- Digital Sales
- Digital Marketing
- Digital Content Management
- Digital Customer Experience (Design & Innovation)
- Digital Customer Service
- Digital Connected Products
- Digital Social Media & Collaboration
- Digital Commerce
- Digital Applications
- Analytics

Digital Enterprise

- Digital Strategy & Business Architecture
- Digital Corporate Functions
- Digital Supply Chain, Manufacturing, Operations
- Digital Connected Products
- Digital Connected Devices
- Digital Applications
- Analytics

Digital Business Teams

- Accenture Interactive
- Accenture Analytics
- Accenture Mobility

Digital Delivery



Technology Innovation & Ecosystem

Accenture Technology Strategy

Research and Development

Advanced Technology & Architecture

Ecosystems & Platforms

Cloud

Technology Delivery

Application Services

Systems Integration | Application Outsourcing

Accenture Software

Global Delivery Network for Technology



Business Process

Cross Industry

Finance & Accounting | Marketing | Procurement | Supply Chain | Talent and HR | Analytics | Capacity Solutions

Industry Specific

Credit Services | Health Administration | Health Management | Network | Utilities

Cloud

Cloud Strategy | Cloud Security | Hybrid Cloud | Infrastructure as a Service | Platform as a Service | Software as a Service | Business Process as a Service

Security

Enterprise Security | Extended Enterprise | Cyber Security | Security Strategy Transformation & Risk | Managed Security Services

Infrastructure

Network | Workplace | Service Management | Infrastructure Outsourcing

Accenture is uniquely differentiated in the marketplace.



- Enduring client relationships
- Deep industry expertise
- Broad global footprint
- Largest independent technology services provider
- Unmatched Global Delivery Network
- Best people and powerful culture

We have relationships with more than 4,000 clients in 120+ countries.

All 100 of our top 100
clients have been
clients for at least

**five
years**

97 of our top 100
clients have been
clients for at least

**ten
years**

94 of the Global

**FORTUNE
100**

80%+ of the Global

**FORTUNE
500**

are Accenture clients

We have expertise in more than 40 industries across 13 industry groups.

Communications, Media & Technology

Communications
Electronics &
High Tech
Media &
Entertainment

Financial Services

Banking &
Capital Markets
Insurance

Health & Public Service

Health
Public Service

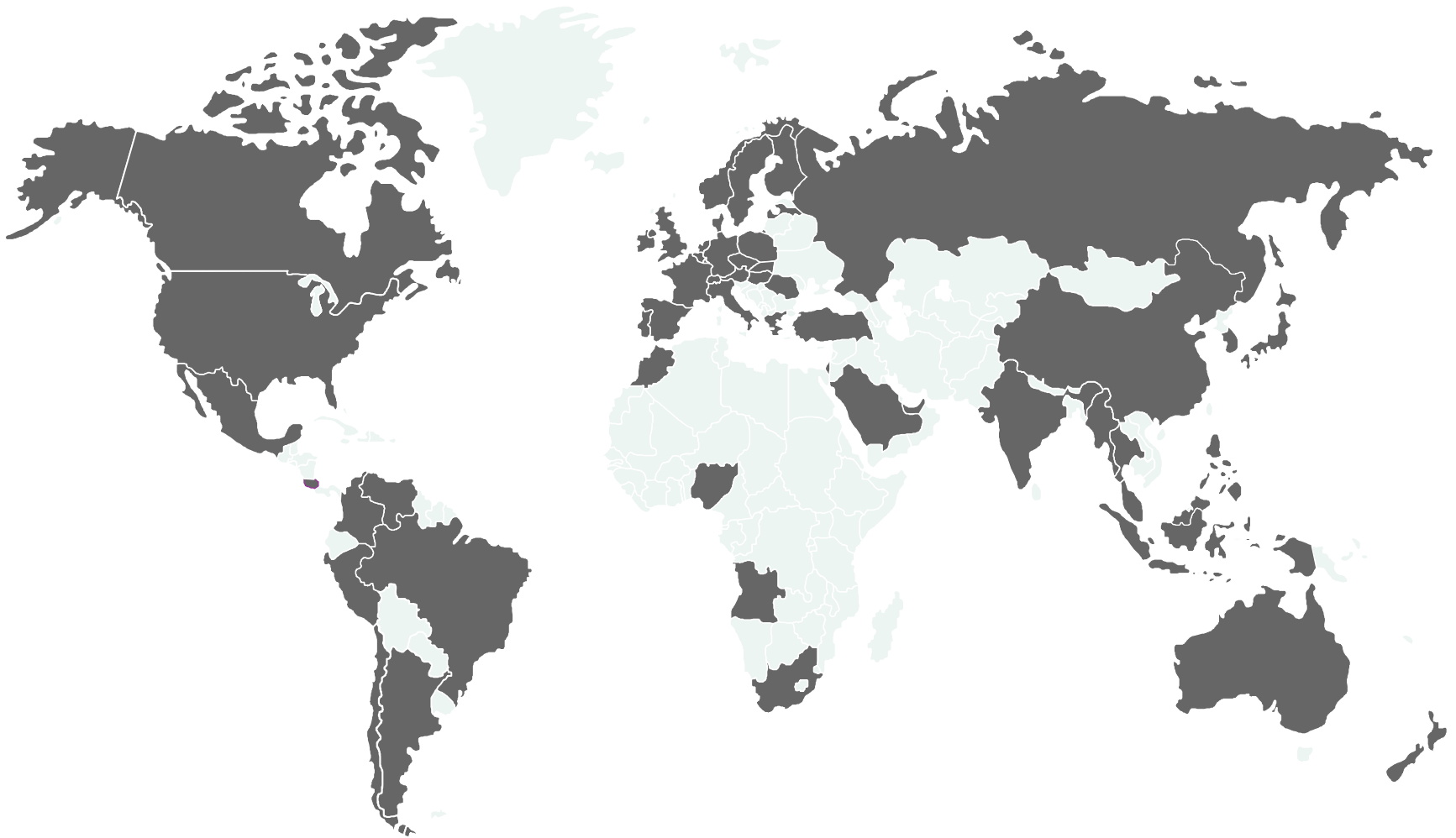
Products

Consumer
Goods, Retail &
Travel Services
Industrial
Life Sciences

Resources

Chemicals &
Natural
Resources
Energy
Utilities

We have a broad global footprint, with offices and operations in 55 countries.



Strategic alliances strengthen our position in the technology ecosystem.



- Knowing partners and their technology inside-out, we can **rapidly tailor solutions** to meet clients' specific needs
- We share best practices and collaborate on development with technology providers to help clients **innovate and enhance performance**

Our Global Delivery Network delivers at speed and at scale.



More than 50 delivery centers across five continents, offering services in **39 languages**

270,000 deeply skilled professionals that deliver competitive offerings with a focus on **industry, technology and business**

The **largest and most diversified group** of strategy, digital, technology and operations professionals in the world



Spend Smart

Global Supplier Inclusion & Diversity Program - Diverse Supplier Development Program (DSDP)

High performance. Delivered.

Enable the Business
Protect Accenture
Reduce Costs

Strategy | Consulting | Digital | Technology | Operations

Supplier Diversity Program Accenture's Approach

Expand

Increase

Create

Promote

- In building a robust Supplier Diversity program, we demonstrate our commitment to promoting economic growth in the communities in which we do business.
- As a high performance business we look to nurture our business relationships through a well developed process framework that is anchored by our strong set of core values and code of business ethics.
- It is our policy that all certified and qualified diverse suppliers have equal opportunity to participate in the procurement sourcing process.
- Key objectives of the Supplier Diversity Program include:
 - Expand the presence of certified diverse suppliers in our supplier base as well as encouraging our large suppliers to leverage diverse suppliers on Accenture's behalf (Tier 2)
 - Increase the number of certified diverse suppliers in our contracting relationships on behalf of our clients
 - Create an infrastructure for shared relationships to jointly market
 - Promote economic growth for a multitude of businesses

Supplier Inclusion and Sustainability

- Supplier Inclusion and Sustainability is Accenture's proactive business program which encourages the use of diverse background businesses who are:
 - Minority owned
 - Women owned
 - Veteran and Disabled Veteran owned
 - Lesbian, Gay, Bisexual, and Transgender owned (LGBT)
 - People with Disabilities owned (PwD)
 - Small Business Association

DSDP Program Overview

Acceptable Certifications/Documentation

- We request suppliers to be certified by any accredited certifying agency but recommend the following:
- National Minority Supplier Development Council ([NMSDC](#)) and its regional affiliates.
- Women's Business Enterprise National Council ([WBENC](#)) and its regional affiliates.
- National Gay & Lesbian Chamber of Commerce ([NGLCC](#))
- US Pan Asian American Chamber of Commerce Education Foundation (USPAACC)
- Small Business Administration ([SBA](#)).
- Other Government Agencies (State or National Level)
- Public Utilities Commission (any US State)
- Department of Commerce (any US State)
- Department of Economic Development (any US State)
- Department of Transportation

Program Tenure

- The program requires an 18 month commitment by Accenture senior executives and protégé executives. Protégés are expected to attend all quarterly meetings.

Time Commitment:

- Minimum estimated time commitment for all participating Accenture senior executive mentors is 4 hours per month
- Protégé executives are expected to attend all quarterly symposia and be available at minimum to meet with their executive mentors 4 hours per month/12 hours quarterly.

Protégé Succession

- Once the program is complete for participating protégé companies, each company will act as a program ambassador by volunteering to speak with current participants and provide feedback as needed.

DSDP - Protégé/Mentor Recruitment

Protégé Company Profile

- Certified as a diverse business in the following categories: MBE,WBE, DBE, LGBTBE, VBE, DVBE, SDB, HUB or SBE
- Operational for five or more years with a history of company growth
- Experience in working with larger companies and multiple contracts
- Committed to positively impacting their local community
- Provide goods and services purchased by at least one of Accenture's Operating Groups
- Good credit history
- Open to developing partnerships with other DSDP participants

Mentor Recruitment

- The recruitment process is continuous. We rely on our network of senior level executives familiar with the program to introduce us to new candidates as well as invite past mentors to continue to serve in future classes.
- Identify and contact internal program endorsers for mentor candidates.
- Always extend an invitation to senior level executives when describing the program and/or invite them to be a guest speaker.

DSDP - Program Objectives

Accenture

- Gain better understanding of local and global landscape
- Increase utilization of diverse suppliers internally
- Increase exposure of Supplier Diversity Program internally and externally
- Reinforce commitment to diverse suppliers and Corporate Citizenship priorities
- Incorporate new perspectives/ideas into daily business practices
- Develop business synergies
- Position participants to be high performing businesses
- Build capacity of our diverse supply base

Protégé Company

- Increase capacity of current business to better serve clients
- Develop strategic focus and vision
- Strengthen partnership with Accenture
- Utilize Accenture executive level thought partner and knowledge capital
- Develop business synergies
- Identify potential business partners
- Improve internal business processes

DSDP - Program Offerings

- Access to top Accenture executives
- One-on-one meetings between protégé and Accenture mentor
- Quarterly symposia meetings for strategic planning and thought exchange focused on areas such as:
 - Branding/Marketing
 - Business Development and Sales
 - Change Management
 - Communications
 - Diversity and Inclusion
 - E-commerce
 - Employee Engagement
 - Environmental Sustainability
 - Executive/Leadership Development
 - Financial Analysis
 - Globalization
 - Mergers and Acquisition
 - Partnerships and Collaboration
 - Proposal Writing
 - Recruitment and Retention
 - Social Media
 - Social Responsibility
 - State and Federal Government Procurement
 - Succession Planning